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QUESTION 1

Match the customer need with the most appropriate HP offering.

Hot Area:



The customer needs to virtualize their environment.

	▼
HP CloudSystem Foundation	
HP CloudSystem Enterprise	
HP ConvergedSystem for Virtualization	
HP ConvergedSystem	
HP Helion Public Cloud	

The customer needs to deliver on-premise, advanced infrastructure, and application services.

	▼
HP CloudSystem Foundation	
HP CloudSystem Enterprise	
HP ConvergedSystem for Virtualization	
HP ConvergedSystem	
HP Helion Public Cloud	

The customer needs an on-demand, pay-as-you-go cloud environment.

	▼
HP CloudSystem Foundation	
HP CloudSystem Enterprise	
HP ConvergedSystem for Virtualization	
HP ConvergedSystem	
HP Helion Public Cloud	

The customer needs to build an on-premise cloud, providing Infrastructure as a Service (IaaS).

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HP ConvergedSystem	
HP Helion Public Cloud	

Correct Answer:



The customer needs to virtualize their environment.

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QUESTION 2



What is one key competitive advantage of HP over Cisco in the private and hybrid cloud market?

- A. HP offers stronger, less confusing management solutions and more public cloud choices for hybrid solutions.
- B. HP and Cisco both integrate OpenStack at the same level but Cisco lacks strong partners.
- C. HP is based on stronger proprietary code than the open source code used in the Cisco solution.
- D. HP is relatively more expensive than Cisco but provides quicker return on investment

Correct Answer: A

QUESTION 3

A customer is unable to keep up with their internal IT needs using their traditional IT infrastructure model. They believe that a service-oriented cloud model is the correct way forward, but need to know where to begin. Which HP Service will help them understand the business impact of cloud and develop a strategy?

- A. Cloud HybridWorkload Analysis
- B. Cloud Design Service
- C. Hybrid Delivery Strategy Service
- D. CloudStart Service

Correct Answer: C

Reference:

<http://h20564.www2.hp.com/hpsc/doc/public/display?docId=c01038153>

QUESTION 4

Which HP business tool can you use to determine your customer's IT infrastructure readiness and maturity?

- A. CloudSystem Foundation Capacity Advisor
- B. Converged Infrastructure Capability Model
- C. Datacenter Assessment Tool
- D. CloudSystem TCO Calculator

Correct Answer: B

Reference:

<http://h17007.www1.hp.com/us/en/converged-infrastructure/ci-cm.aspx>

QUESTION 5



A customer is currently running CloudSystem Foundation but wants to upgrade in order to move from a private cloud to a hybrid cloud. Which product should you recommend?

- A. HP CloudSystem Enterprise
- B. HP Helion Public Cloud
- C. HP CloudSystem Service Provider
- D. HP Helion OpenStack Community

Correct Answer: C

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